

## ROUTING AND RECORD SHEET

SUBJECT: (Optional)

Sole-Source Procurement of Automation Equipment for Project CRAFT 

FROM:

EXTENSION

NO.

Chief, Information Management Staff 

DATE

TO: (Officer designation, room number, and building)

DATE

OFFICER'S INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

1. Director of Logistics  
Rm. 2C02,  Bldg.

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2 JUL 1981

MEMORANDUM FOR: Director of Logistics, DDA

FROM:

[REDACTED]  
Chief, Information Management Staff, DDO

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SUBJECT: Sole-Source Procurement of Automation  
Equipment for Project CRAFT [REDACTED]

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REFERENCE: Memorandum for DDA from Chief, IMS ([REDACTED]),  
dated 5 May 1981, Subject: DDO Field Operational/  
Information Security Program [REDACTED]

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1. Referenced memorandum (Attachment 1) provided a detailed scenario on the CRAFT program, its objectives and requirements. It further provided information on the technical capabilities of hardware and software systems currently available, or soon to be announced, and the estimated availability of the systems. The memorandum concluded that Wang Laboratories, Inc. was the only company that could meet the CRAFT requirements in the needed time frame. [REDACTED]

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2. Our considerations in selecting Wang as the most suitable supplier of office automation systems for CRAFT are based on timely system delivery, technical responsiveness, security considerations, and proven performance of the vendor in providing and supporting dependable equipment. The following paragraphs address each of these criteria and provide further amplification as to why Wang is clearly the leader in each area and is therefore the obvious choice for the CRAFT program. [REDACTED]

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a. Timely System Delivery

In the implementation of the CRAFT program, time is of the essence. As stated in the referenced memorandum, the primary CRAFT program objective is to improve the security of field record holdings in the most expeditious manner. The potential for loss and compromise of those holdings, given the threat of station overruns, is real; if we could, we would deploy CRAFT today. This urgency demands that commercially available equipment be selected for CRAFT to avoid long development lead times. This Agency has suffered over the years on acquisition programs that, because of their uniqueness, have caused us to solicit bids for equipment that existed only on paper. This has led to situations where the bidder could not deliver as promised, causing development/

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production delays, cost overruns and all of the various pitfalls that go with a development effort rather than the acquisition of a proven production item. [ ] ?

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Other considerations that necessitate early availability of hardware/software systems are the DO's need to place CRAFT in the field in order to validate design concepts in an operational environment, to evaluate user reaction and acceptance of the system, and to gain experience in systems installation and ongoing support. Further, the Office of Communications, which will have the responsibility for maintenance of the CRAFT equipment in the field, likewise needs experience with deployed systems to assist in defining the scope of manpower and other resource requirements for supporting CRAFT in the areas of hardware installation, maintenance, spare parts inventories, repair and return procedures, and maintenance training. Another factor bearing on the urgency to afford the Office of Communications the opportunity to gain the above noted experience is that it must ascertain the impact of CRAFT support requirements so that these requirements can be effectively integrated into its Recapitalization Program planning. [ ]

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The IMS market survey of all major data and word processing suppliers has revealed that Wang can provide the earliest delivery of systems that will satisfy CRAFT needs. The Wang systems under consideration are standard product lines which are being customized to meet the NACSEM 5100 requirements. Delivery of this equipment is expected in February 1982. In contrast, the other vendors who have similar systems will not be able to deliver until much later. Xerox, for example, anticipates CY-83 delivery at the earliest, while DEC and IBM have advised that their TEMPEST systems are 2 to 3 years away. [ ]

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b. Technical Responsiveness

In addressing the question of the selection of appropriate equipment for Project CRAFT and the options for procurement, IMS has expended considerable effort in defining the technical requirements involved and in conducting market surveys to determine the viable options available. Our review of current off-the-shelf systems, as well as others which will be available within 6 to 8 months, leads to the conclusion that only Wang can meet CRAFT needs. Wang is the only supplier which has demonstrated that it has a full text document indexing and retrieval software system needed to meet CRAFT requirements. Wang is the only supplier which offers fully removable magnetic storage media of adequate capacity to satisfy CRAFT needs. (This is a requirement mandated by the Office of Security.) Wang is the only company which has announced a magnetic tape system (required for data backup) for its office automation equipment. Finally, Wang

is the only company which has demonstrated a functional data management system to support CRAFT applications.

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c. Security Considerations

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d. Proven Vendor Performance

As noted above, the Department of State is committed to the use of Wang systems in its foreign posts. In addition, State is employing a considerable number of Wang systems at its Headquarters complex. The State program involving Wang equipment has been in existence for approximately two years. Conversations with the Department regarding Wang's performance (see Attachment 3) clearly indicates that Wang has established an acceptable performance record in providing reliable systems and support. Systems reliability and an adequate support structure to ensure responsiveness are key issues to the success of the CRAFT program. The selection of a company with a proven "track record" such as Wang's is certainly in the best interest of the Agency.

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e. Other Considerations

The procurement addressed by this memorandum is for hardware and software needed for the implementation of  DO overseas field stations. These  stations will serve as CRAFT testbeds to provide the DO and the Office of Communications the needed experience outlined above.

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Although no cost savings are anticipated as a result of the procurement of systems for these  testbed stations, there is a potential for considerable cost savings in the long run by standardizing with the Department of State. This cost savings could be realized by cooperating with the Department in areas of service contracts, spare parts inventory, and hardware redundancy.

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A final consideration for the selection of Wang for the CRAFT systems is that the DO will be able to take advantage of the Department's two years of field experience in using

this equipment; thus avoiding problem areas associated with new systems that State has already resolved. [ ]

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3. In summary, the sole-source acquisition of Wang systems is fully justified. Wang is the only company that can meet the delivery and technical criteria needed for the CRAFT program.

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[ ] There is a potential for cost savings through standardization. Wang has demonstrated that it produces reliable hardware and has a support structure which provides necessary services in a responsive manner. [ ]

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4. It is requested that action be taken to establish a contractual arrangement with Wang for procurement of the required hardware and systems. [ ]

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Attachments:

1. [ ]
2. [ ]
3. SG/ADB/FAS-80/30

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27 April 1981

MEMORANDUM FOR:

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FROM:

SG/ADB/AO

SUBJECT: Market Survey of Tempest Approved  
Office Information Systems

1. A market survey was conducted during March 1981 to determine the availability of Word Processing or Office Information Systems with Tempest Certification. This survey was intended to determine what, if any, systems are on the market which meet the specifications for both field and Headquarters installations as determined by the project design teams.

2. The criteria for evaluation included only the basic requirements in the following categories:

- . Environmental
- . Hardware
- . Software
- . Communications

The results of the survey concluded that, at this time, there are no vendors that can meet all of the design specifications on an available-for-delivery basis.

3. Following is a synopsis of what is on the market now as well as those systems which are scheduled for Tempest Certification testing in the immediate future.

a. Systems Currently Holding Tempest Certification

- . CPT 8000T w/printer
- . Delta Data 2768T
- . DEC VT100-X
- . Lexitron VT1202T/1303T/1000T
- . NBI 3000
- . Wang WP-20/25/30
- . Xerox 860T

b. Systems Undergoing Tempest Testing

- . Burroughs RIII Series
- . IBM Display Writer
- . Lanier

c. Systems Scheduled for Tempest Testing in 1981

- . Compucorp OMEGA
- . Hazeltine OPUS-80
- . IBM 5520 Automated Office System
- . Wang Office Information System-140

4. Of the above systems, the Wang Laboratories WP-25 is the only certified system to qualify as a distributed processor. (It is capable of handling up to 14 work stations per cluster.) This system meets 29 of the specified 33 requirements.)

5. Five of the surveyed systems (Hazeltine, IBM, Lanier, Lexitron and Xerox) would require minor engineering changes to meet the environmental requirements.

6. None of the systems which currently hold Tempest Certification fully meet the shared disk specification. Wang Laboratories, WP-25 is the only system which has a shared disk capability. It does not, however, meet the 160MB criteria.

7. According to their Marketing Representative, Olivetti Corporation plans to Tempest test only their small 701 Word Processor. The target date for testing this equipment is June 1981.

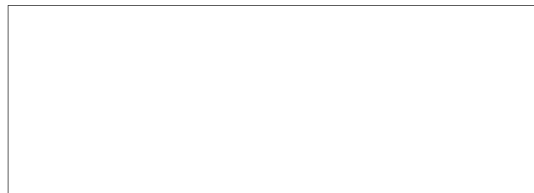
8. Compuscan currently has a Tempest approved Optical Character Reader. They have no plans to further develop their word processing capability.

9. Tempest Certification was recently withdrawn from Exxon Corporation's VYDEC 1800T with Qume printer. Exxon hopes to have this product ready for retesting in late 1981; however, the company has no current plans to expand their product line..

10. Of the corporations which have scheduled large Office Information Systems for Tempest testing, only Wang Laboratories is committed to testing a system configuration with a hard disk which is totally removable. Two firms, Burroughs and DEC expressed an interest in 'looking into' a removable type disk for their shared disk systems. The remainder of the vendors have no intention or desire to deviate from the sealed "Winchester" type disk.



11. The names of corporations surveyed, corporations currently with distributed processing capability, and a sample list of distributed processing system installations are shown in the attached tables. Present and project systems capabilities are shown in the attached matrix.



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Attachments:

1. System Capabilities Matrix
2. Tables:

- .Names of Corporations Surveyed
- .Corporations Currently w/Distributed Processing Capability
- .List of Distributed Processing System Installation.

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## TABLE I

## Names of Corporations surveyed who currently market Office Information Systems:

Basic Four  
7927 Jones Branch Drive Suite 100N  
McLean, Virginia 22101  
Telephone 734-2960

Burroughs Corporation [REDACTED]  
Office Automation Division  
1300 North 17th Street, Suite 1000  
Arlington, Virginia 22209  
Telephone 558-5622

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Compucorp  
Omega Information Systems  
6819 Tennyson Drive  
McLean, Virginia 22101  
Telephone 821-1260

CPT Corporation [REDACTED]  
1010 Wisconsin Avenue  
Washington D.C.  
Telephone 337-2607

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Digital Equipment Corporation [REDACTED]  
8301 Professional Place  
Landover, Maryland 20785  
Telephone 459-7900

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Hazeltine [REDACTED]  
1725 Jefferson Davis Highway  
Arlington, Virginia  
Telephone 892-1800

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IBM Corporation [REDACTED]  
10401 Fernwood Road  
Bethesda, Maryland 20034  
Telephone 897-4433

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Lanier [REDACTED]  
3900 North Fairfax Drive  
Arlington, Virginia  
Telephone 558-8400

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Lexitron [REDACTED]  
1700 North Moore Street  
Arlington, Virginia 22209  
Telephone 522-6060

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## ATTACHMENT 2

## TABLE I (cont.)

NBI Incorporated [REDACTED]  
1901 North Moore Street  
Arlington, Virginia 22209  
Telephone 522-6515.

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Olivetti [REDACTED]  
1768 Old Meadow Road  
McLean, Virginia 22101  
Telephone 356-0420

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Wang Laboratories  
1300 North 17th Street  
Rosslyn Virginia 22209

Xerox [REDACTED]  
1616 North Fort Myer Drive  
Arlington, Virginia 22209  
Telephone 527-6400

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Some of the above companies are compiling further references of their Office Information System installations. These references will be on file in GA20 Hqs. and will be made available as they are received.

ATTACHMENT 2

TABLE II

Corporations surveyed who now have Office Information Systems  
with distributed processing capability:

- °Digital Equipment Corporation
- °Hazeltime
- °IBM Corporation
- °Lanier
- °Lexitron
- °Wang Laboratories
- °Xerox

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